

Message Text

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PAGE 01 STATE 130561
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DRAFTED BY EUR/SOV :JTREICHEL:KR
APPROVED BY EUR/SOV :MGARRISON
COMMERCE:ARAD:RBLACKWELL
COMMERCE/MARAD:RBOURDON
EB/MA:RBANK
EUR/SOV:WEDGAR

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-----071509Z 098651 /40

O 071425Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW IMMEDIATE

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E.O. 11652: N/A

TAGS: ETRD, EWWT, UR, US

SUBJECT: MARINE CARGO INSURANCE

1. REQUEST EMBASSY DELIVER FOLLOWING MESSAGE FROM ASSISTANT SECRETARY OF COMMERCE FOR MARITIME AFFAIRS ROBERT J. BLACKWELL TO DEPUTY MINISTER OF FOREIGN TRADE VIKTOR M. IVANOV.
 2. QTE. DURING OUR NEGOTIATIONS ON THE SUBJECT OF MARINE CARGO INSURANCE IN LONDON FROM FEBRUARY 1 TO 3, YOU PROPOSED THAT A DELEGATION REPRESENTING THE U.S. MARINE INSURANCE INDUSTRY VISIT THE SOVIET UNION FOR THE PURPOSE OF HOLDING BUSINESS DISCUSSIONS. THE PURPOSE OF SUCH A VISIT, AS YOU EXPLAINED IT, WOULD BE TO ENABLE REPRESENTATIVES OF US MARINE UNDERWRITERS TO HAVE DIRECT DISCUSSIONS WITH SOVIET
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FOREIGN TRADING ORGANIZATIONS CONCERNING THE POSSIBILITIES OF OBTAINING A FAIR SHARE OF BILATERAL MARINE CARGO INSURANCE BUSINESS. FOLLOWING OUR DISCUSSIONS IN LONDON I RAISED YOUR PROPOSAL WITH THE AMERICAN UNDERWRITERS AND RECOMMENDED THAT THEY UNDERTAKE A VISIT TO THE SOVIET UNION ALONG THE LINES WHICH YOU SUGGESTED. I WOULD LIKE TO INFORM YOU THAT THE AMERICAN UNDERWRITERS HAVE AGREED TO YOUR PRO-

POSAL AND ARE NOW ORGANIZING A DELEGATION WHICH WILL VISIT

MOSCOW. IN ACCORDANCE WITH YOUR SUGGESTION, THE DELEGATION WOULD LIKE TO MEET WITH YOU AND WITH INGOSTRAKH, AS WELL AS HAVING DIRECT DISCUSSIONS WITH THE COMPETENT SOVIET FOREIGN TRADING ORGANIZATIONS. IT IS MY HOPE THAT SUCH FACE-TO-FACE MEETINGS WILL CONTRIBUTE TO A RESOLUTION OF THE MARINE INSURANCE PROBLEM, WHICH I BELIEVE IS IN THE INTEREST OF BOTH OUR COUNTRIES.

YOU WILL RECALL THAT IN DISCUSSING YOUR PROPOSAL FOR A VISIT BY AMERICAN UNDERWRITERS, I MADE CLEAR THAT SUCH A VISIT SHOULD TAKE PLACE WITHIN THE FRAMEWORK OF THE MARINE CARGO INSURANCE NEGOTIATIONS BETWEEN THE GOVERNMENTS OF THE UNITED STATES AND THE SOVIET UNION, AND YOU AGREED. IN ACCORDANCE WITH THIS UNDERSTANDING, I BELIEVE THAT THESE NEGOTIATIONS SHOULD BE RECONVENED IN LONDON AS PROMPTLY AS POSSIBLE FOLLOWING THE US UNDERWRITERS RETURN FROM MOSCOW, SO THAT WE CAN JOINTLY EVALUATE THE RESULTS OF THE VISIT. I SUGGEST THAT THIS MEETING BE HELD DURING THE WEEK OF SEPTEMBER 26.

THE MEMBERS OF THE US DELEGATION TO MOSCOW ARE PRESENTLY BEING SELECTED. THEY ARE LIKELY TO NUMBER TWO OR THREE PERSONS. THE DELEGATION WOULD LIKE TO TRAVEL TO THE SOVIET UNION AS SOON AS IS FEASIBLE, IN ANY CASE NOT LATER THAN JULY 15. I WOULD APPRECIATE HEARING FROM YOU THROUGH OUR EMBASSY WHAT DATES WOULD BE SUITABLE FOR THE DELEGATION'S VISIT, AS WELL AS WHAT DATES YOU WOULD PROPOSE LIMITED OFFICIAL USE

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FOR THE RECONVENING OF THE MARINE CARGO INSURANCE NEGOTIATIONS. I WOULD LIKE TO EMPHASIZE THAT THE VISIT OF THE AMERICAN UNDERWRITERS HAS THE FULL SUPPORT OF THE UNITED STATES GOVERNMENT AND I WILL APPRECIATE ANYTHING WHICH YOU CAN DO TO ASSIST THE DELEGATION WHILE IT IS IN MOSCOW. OUR EMBASSY IN MOSCOW WILL WORK WITH YOU TO DEVELOP A SUITABLE PROGRAM AND WILL BE IN CLOSE TOUCH WITH ME AND THE DEPARTMENT OF STATE. UNQTE.

3. BELIEVE THAT THE ABOVE IS SELF-EXPLANATORY. HOWEVER, EMBASSY WILL RECALL THAT THERE WERE DIFFICULTIES IN CARRYING OUT MARINE INSURANCE UNDERTAKINGS WHICH HAD BEEN PREVIOUSLY AGREED TO IN PRINCIPLE. DEPARTMENT AND MARITIME ADMINISTRATION WILL APPRECIATE EMBASSY'S EFFORTS TO ENSURE THAT A SATISFACTORY PROGRAM IS PREPARED FOR THE VISIT OF THE MARINE UNDERWRITERS. DEPARTMENT WILL PROVIDE ADDITIONAL GUIDANCE AFTER FURTHER CONSULTATIONS WITH US UNDERWRITERS. VANCE

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Message Attributes

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Control Number: n/a
Copy: SINGLE
Sent Date: 07-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE130561
Document Source: CORE
Document Unique ID: 00
Drafter: JTREICHEL:KR
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Film Number: D770202-0790
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